

Appendix C - Pricing
Revised per Amendment 1 - May 2008

Description	Discount off MSRP
9500V Hardware	47.4%
9500V Software	47.4%
9900 Cables	22.0%
9900 Software	22.0%
9970V/9980V Software	40.0%
HDS MDS Products	42.3%
Brocade	34.0%
ConTECH	23.0%
Emulex	34.0%
HDS Tagamastor (USP)	55.3%
HDS Tagmastore Software	40.0%
AMS Hardware	47.4%
NSC55 Hardware	55.3%
Installation is included in all pricing	
Storage on Demand	see schedule
Ports on Demand	see schedule
ViON Professional Services	see schedule

Storage on Demand Pricing for Texas DIR

Part Number	Product Description	Purchase Payment (Per Usable GB)	Monthly Payment (Per Usable GB)	Montly Enablement Service (Per Usable GB)	Warranty Period with Purchase	MMC After Warranty (Per Usable GB)
E-SOD-BASE	Base with 2 usable RAID5TB, 4GB cache , 16 attachments	\$306.18	\$13.43	\$26.87	36 months	\$0.95
	<i>Includes install, maintenance, de-install as required. Minimum 12 month SOD Service Required. Minimum of 6 month Enablement Service on Base Configuration. 30 day notice required for entire subsystem removal. Customer is responsible for data removal prior to de-install.</i>					
E-C-INBOX	Capacity -Instant Enablement	\$122.85	\$5.38	\$9.67	36 months	\$0.95
E-C-2Day	Capacity- 2 Day Enablement	\$113.40	\$4.96	\$8.92	36 months	\$0.95
E-C-5Day	Capacity- 5 Day Enablement	\$103.95	\$4.55	\$8.18	36 months	\$0.95
	<i>includes install, maintenance, de-install as required. Customer is responsible for data removal prior to de-install.</i>					
E-P-INBOX	Cache Augmentation in Cabinetry- Instant Enablement	\$7,917.21	\$346.19	\$623.16	36 months	\$0.95
E-P-2Day	Cache Augmentation in Cabinetry- 2 Day Enablement	\$6,786.05	\$296.73	\$534.13	36 months	\$0.95
E-P-5Day	Cache Augmentation in Cabinetry- 5 Day Enablement	\$6,032.88	\$263.78	\$474.79	36 months	\$0.95
	<i>Cache Increments in 2GB. Includes maintenance, de-install as required. All upgrades are non-disruptive.</i>					
E-SOD-SM	Storage Management - 5 Day Enablement	\$13.23	\$0.58	\$1.04	12 months	\$0.47
E-SOD-PITC	Point in Time Copy -5 Day Enablement	\$30.24	\$1.32	\$2.39	12 months	\$0.71
E-SOD-DLB	Dynamic Load Balancing - 5 Day Enablement	\$9.45	\$0.42	\$0.75	12 months	\$0.47
E-SOD-RC	Remote Copy - 5 Day Enablement	\$36.86	\$1.62	\$2.91	12 months	\$0.71
	<i>Includes install, training, maintenance, de-install. All upgrades are non-disruptive.</i>					
E-SOD-A-5Day	ACP(Array Control Processor)	\$72,043.02	\$3,149.69	\$5,670.00	36 months	NA
E-SOD-FS-5Day	8-Port Fibre Shortwave	\$51,253.02	\$2,240.60	\$4,127.76	36 months	NA
E-SOD-E-5Day	8-Port Serial ESCON	\$20,068.02	\$877.91	\$1,579.10	36 months	NA
E-SOD-FI-5Day	8-Port FICON Longwave	\$88,283.79	\$3,860.33	\$6,949.53	36 months	NA
E-SOD-AF-5Day	Array Frame w/o Panels	\$68,155.29	\$2,979.59	\$5,362.88	36 months	NA

Ports on Demand Pricing for Texas DIR

Part Number	Product Description	Monthly Service Charge
Service Level Bronze "A"		
E-SPODA-BASE	Service of basic fibre channle (FC) storage ports in switch fabric. Basic block- 16 FC ports includes delivery, installation, and 24x7x4 maintenance, as required, Minimum 6 months Ports-On-Demand service required. 30 day advance notice required for entire subsystem removal.	\$1,049.90
ESPODA - 7 Day	7 Day Enablement (if possible)	\$1,154.79
ESPODA-2 DAY	2 Day Enablement (if possible)	\$1,312.61
<i>Incremental increas of ports at the additional charges shown:</i>		
E-SPA-C-30 DAY	Increased ports - 16 additional ports -30 Day Enablement	\$1,077.30
E-SPA-C-7 DAY	Increased ports - 16 additional ports -7 Day Enablement (if possible)	\$1,185.03
E-SPA-C-2 DAY	Increased ports - 16 additional ports -2 Day Enablement (if possible)	\$1,346.63
Service Level Silver "B"		
E-SPODB-BASE	Service of enhanced fibre channel (FC) storage ports in switch fabric. 2 iSCSI storage ports in switch hardware with redundant PS. Basic block- 16 FC ports includes delivery, installation, and 24x7x4 maintenance, as required, Minimum 6 months Ports-On-Demand service required. 30 day advance notice required for entire subsystem removal.	\$2,548.67
ESPODB - 7 Day	7 Day Enablement (if possible)	\$2,802.87
ESPODB-2 DAY	2 Day Enablement (if possible)	\$3,185.60
<i>Incremental increas of ports at the additional charges shown:</i>		
E-SPB-C-30 DAY	Increased ports - 32 additional ports -30 Day Enablement	\$2,699.87
E-SPB-C-7 DAY	Increased ports - 32 additional ports -7 Day Enablement (if possible)	\$2,970.14
E-SPB-C-2 DAY	Increased ports - 32 additional ports -2 Day Enablement (if possible)	\$3,375.54
Service Level Gold "C"		
E-SPODC-BASE	Service of Director fibre channel (FC) storage ports in switch fabric, iSCSI storage ports, I gigabit Ethernet ports in switch hardware with redundant PS. Basic block- 64 FC ports includes delivery, installation, and 24x7x4 maintenance, as required. Minimum 6 months Ports-On-Demand service required. 30 day advance notice required for entire subsystem removal.	\$8,908.52
ESPODC - 7 Day	7 Day Enablement (if possible)	\$9,799.65
ESPODC-2 DAY	2 Day Enablement (if possible)	\$11,135.88
<i>Incremental increas of ports at the additional charges shown:</i>		
E-SPC-C-30 DAY	Increased ports - 32 additional ports -30 Day Enablement	\$2,467.40
E-SPC-C-7 DAY	Increased ports - 32 additional ports -7 Day Enablement (if possible)	\$2,517.48
E-SPC-C-2 DAY	Increased ports - 32 additional ports -2 Day Enablement (if possible)	\$3,084.48

FICON Service Level Platinum "D"		
E-SPODD-BASE	Service of Director fibre channel (FC) storage ports in switch fabric, iSCSI storage ports, and FICON ports in switch hardware with redundant PS. Basic block- 48 fibre ports, (either FC or FICON) includes delivery, installation, and 24x7x4 maintenance, as required. Minimum 6 months Ports-on-Demand service required. 30 day advance notice required for entire subsystem removal.	\$10,377.05
ESPODD - 7 Day	7 Day Enablement (if possible)	\$11,414.66
ESPODD-2 DAY	2 Day Enablement (if possible)	\$12,971.07
<i>Incremental increases of ports at the additional charges shown:</i>		
E-SPSD-C-30 DAY	Increased ports - 32 additional ports -30 Day Enablement	\$2,467.40
E-SPD-C-7 DAY	Increased ports - 32 additional ports -7 Day Enablement (if possible)	\$2,517.48
E-SPD-C-2 DAY	Increased ports - 32 additional ports -2 Day Enablement (if possible)	\$3,084.48
Note: Includes delivery, installation and maintenance (24X7), as required. Minimum 6 months Ports-on-Demand service required. 30 days advance notice required for entire subsystem removal.		

Professional Services Pricing for Texas DIR

Description	Hourly Rate
Storage Consultant:	
In-depth experience managing, consulting, and implementing large, complex internetworking and storage systems.	
Senior Storage Networking Architect	\$257.04
Storage Networking Architect	\$213.57
Storage Networking Specialist	\$171.05